

Amendment 2 to RFP Number: 2013-IS-01

Please use revised cover sheet which is included at the end of this amendment for the submission of the RFP.

Section B. Schedule of Events and Mandatory Letter of Intent is replaced in its entirety to read as follows:

Section B. Schedule of Events and Mandatory Letter of Intent

- The following RFP Schedule of Events represents the State's best estimate of the schedule that shall be followed. Except for the deadlines associated with the vendor question and answer periods and the proposal due date, the other dates provided in the schedule are estimates and will be impacted by the number of proposals received. The State reserves the right, at its sole discretion, to adjust this schedule as it deems necessary. Notification of any adjustment to the Schedule of Events shall be posted on the RFP website at www.medicaid.alabama.gov.

RFP Issued	8/07/2013
Mandatory Vendor Conference	8/15/2013 10:00 am CDT
Answers to Questions Posted As Available	8/12/2013 – 8/28/2013
Final Posting of Questions and Answers	8/30/2013
Proposal Due	9/26/2013
Evaluation Period	9/26/2013 – 10/11/2013
*Oral Presentation	10/3/2013
Contract Award Notification	11/01/2013
**Contract Review Committee	12/5/2013
Official Contract Award/Begin Work	12/1/2013**

*Offerors may be asked to make oral presentations as part of the evaluation process on this date.

* *By State law, this contract must be reviewed by the Legislative Contract Review Oversight Committee. The Committee meets monthly and can, at its discretion, hold a contract for up to forty-five (45) days. The “Vendor Begins Work” date above may be impacted by the timing of the contract submission to the Committee for review and/or by action of the Committee itself.

Section P.3.(a). is replaced in its entirety to read as follows:

- a. **Corporate Background.** The Offeror must describe the corporate history and relevant experience of the Offeror and any and all subcontractors. This section must detail information on the ownership of the company (names and percent of ownership), the date the company was established, the date the company began operations, the physical location of the company, and the current size of the company. The Offeror must provide a corporate organizational chart as part of this section. Offerors must identify any and all contracting or subcontracting relationship(s) that may result in a possible conflict of interest with the requirements of this RFP.

Section P.4.(b). is replaced in its entirety to read as follows:

P.4.(b). Staff

The Offeror must provide information relative to the qualifications and experience of personnel who they believe are key in their proposal, and a description of the Offeror's overall organizational structure.

For the personnel positions considered by the Offeror to be key to their proposal, the Offeror must provide the number of staff and amount of time to be devoted to this Project, stated in terms of full-time equivalents, for each position.

For these key personnel proposed as part of the Offeror's overall organizational structure, the following should be included:

- The name and position of the person who will have ultimate responsibility and accountability for the contract should one be entered into with the Offeror.
- A resume which documents the education and experience for each individual proposed in the staffing chart as described above. Include their education, level of experience related to the scope of work and objectives as described in this RFP and computer software proficiency. Indicate the responsibilities each will have in this project and how long each has been with your company.
- Identify any and all subcontractors you intend to use and the services each will perform. Proposal submission will verify acceptance that personnel for positions identified, once assigned to this project, will not be reassigned to another project without prior written consent of the Agency. The selected Offeror will notify the Agency, in writing, of any change in status of employees assigned to this contract within 15 calendar days of events such as hiring, promotion, or termination. The Agency must be notified of new employees' assignment and approval granted, prior to their work or payment for their work.

Following is a list of the contract required staff with the minimum education and experience requirements. With the exception of the contract project manager, these personnel are not necessarily required to be included in the key personnel described above.

1. Contract Project Manager- Bachelor's Degree and a minimum of 3 years of experience managing implementation projects of similar scope to the requirements of this RFP.

The Offeror must identify the proposed Program Manager and whether the individual is currently employed with its company. Three (3) professional references must be submitted for the Program Manager. The selected Offeror must acknowledge that the

Program Manager will be accessible to the Agency during the term of the contract and may not be reassigned without advance written approval by the Agency.

2. **Regional HIE Coordinators** (3) to facilitate the expansion of HIE utilization with in each RCO network- MBA with at least 5 years of Project/Program management with emphasis on large-scale, regional, and complex technical implementations regarding COTS deployments, preferably in a health care environment, *or* B.S. degree in MIS, Business, CS with at least 7 years of project/program management with emphasis on large-scale, regional, and complex technical implementations regarding COTS deployments., preferably in a healthcare environment. The staff needs to be prepared to start on February 1, 2014.

3. **Budget analyst** (1) to manage the accounting activities associated with the HIE-B.S. degree in Accounting with at least 7 years of experience with budget preparation/analysis regarding both federal/state and federal expenditures and reporting, preferably in a health care environment. This individual must begin on February 1, 2014.

4. **Standards and Compliance Officer** (1) to monitor HIE activities. B.S. degree in CS, Engineering, or related technical discipline with at least 5 years of experience in standards base healthcare delivery systems regarding COTS implementations with emphasis in monitoring State and Federal operational standards, preferably in the electronic health information exchange of PHI among connected networks. This individual must begin on February 1, 2014.

5. **RCO Program Managers** (5) - Minimum of a Bachelor's Degree and a 2 year history of Supervision/Management in a health-related field. One must begin work on December 1, 2013, the second individual must begin work on February 1, 2014 and the remaining three must begin work on May 1, 2014.

6. **Nurses** (2)- Bachelor Of Science in Nursing Degree with a minimum of 2 years of experience working in quality review and improvement activities. One must begin work on December 1, 2013 and the other must be available on May 1, 2014.

7. **Health Data Analysis Manager** (1) Tasked with providing expertise in the design and management of multi-tier data exchange networks. Minimum BS degree in MIS and 5 years' experience in Healthcare related operations. This individual must begin on February 1, 2014.

8. **IT Infrastructure Specialist** (1) Tasked with providing expertise in the design and implementation of Networks interconnecting major systems in a healthcare environment. Proficiency in security, redundancy and dissimilar system integration.

Minimum BS degree in IT and 5 years' experience in the design and documentation of large scale infrastructure projects. This individual must begin on December 1, 2014.

9. **Data Analysts** (2) Tasked with the design and utilization of analytical models and reporting strategies for healthcare related systems. Proficiency in Peer to Peer modeling and Healthcare Outcome Measurement, Analysis and Reporting is expected. BS degree in MIS with emphasis in DBA design and Statistical Methods is preferred. Minimum of 5 years' experience in a healthcare related field. These individuals must begin on February 1, 2014.

Section IX. General Terms and Conditions C. Term of Contract is replaced in its entirety to read as follows:

C. Term of Contract

The initial contract term shall be for two years effective December 1, 2013, through November 30, 2015. Alabama Medicaid shall have three, one-year options for extending this contract. At the end of the contract period Alabama Medicaid may at its discretion, exercise the extension option and allow the period of performance to be extended at the rate indicated on the RFP Cover Sheet. The Vendor will provide pricing for each year of the contract, including any extensions. Contractor acknowledges and understands that this contract and any extensions are not effective until it has received all requisite state government approvals and Contractor shall not begin performing work under this contract until notified to do so by Medicaid. Contractor is entitled to no compensation for work performed prior to the effective date of this contract.

Please note that revised answers to questions 8, 23, & 70 have been posted at the end of the Questions and Answers posted on the Medicaid web site.



ALABAMA MEDICAID AGENCY REQUEST FOR PROPOSALS

RFP Number: 2013-IS-01	RFP Title: Regional Care Organization Implementation Support	
RFP Due Date and Time: September 26, 2013 by 5pm CDT		Number of Pages: 60
PROCUREMENT INFORMATION		
Procurement Officer: Paul Brannan		Issue Date: August 7, 2013
Phone: (334) 242-5007 E-mail Address: paul.brannan@medicaid.alabama.gov Website: http://www.medicaid.alabama.gov		Issuing Division: Project Management Office
INSTRUCTIONS TO VENDORS		
Return Proposal to: Alabama Medicaid Agency Lurleen B. Wallace Building 501 Dexter Avenue PO Box 5624 Montgomery, AL 36103-5624		Mark Face of Envelope/Package: RFP Number: 2013-IS-01 RFP Due Date: September 26, 2013 by 5pm CDT Total Price (from Attachment I)
VENDOR INFORMATION <i>(Vendor must complete the following and return with RFP response)</i>		
Vendor Name/Address:		Authorized Vendor Signatory: (Please print name and sign in ink)
Vendor Phone Number:		Vendor FAX Number:
Vendor Federal I.D. Number:		Vendor E-mail Address: